

Message Text

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12

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SUBJ: MEDIA REACTION - U.S. - CHINA RELATIONS

1. FYI: FOLLOWING ARTICLE APPEARED ON FRONT PAGE OF TODAY'S HONG KONG STANDARD UNDER HEADLINE: "CHINESE COOL TO US AT CANTON FAIR." QUOTE
2. A COOL RECEPTION AT THE CANTON TRADE FAIR FOR OFFICIALS OF THE AMERICAN NATIONAL COUNCIL FOR UNITED STATES-CHINA TRADE, CONTRASTED SOMEWHAT WITH AN UNUSUALLY WARM WELCOME EXTENDED TO AMERICAN BUSINESSMEN.
3. DIRECTOR OF THE COUNCIL'S BUSINESS ADVISORY SERVICES GEORGE O. DRISCOLL, WHO RETURNED FROM CANTON LAST WEEK, SAID YESTERDAY, THAT ALTHOUGH POLITICAL ISSUES MAY HAVE EXPLAINED THE COOLNESS OF CHINESE TRADE OFFICIALS TO THE AMERICAN GROUP, THEY DID NOT HAVE A DAMPENING EFFECT ON RELATIONS WITH INDIVIDUAL BUSINESSMEN.
4. "THIS CAN BE VIEWED ON TWO LEVELS," SAID MR. DRISCOLL, "THE ATMOSPHERICS AND THE BUSINESS SIDE."
5. MR DRISCOLL CITED A NUMBER OF MINOR INCIDENTS THAT

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SEEMED TO INDICATE A COOLER ATTITUDE ON THE PART OF THE

CHINESE TOWARDS THE COUNCIL.

6. ONE PROBLEM THE COUNCIL ENCOUNTERED WAS DIFFICULTY IN OBTAINING HOTEL ACCOMMODATION SUITABLE FOR THE COUNCIL'S BUSINESS ADVISORY SERVICES.

7. WHEN THE COUNCIL REQUESTED HELP FROM ITS CHINESE COUNTER-PART ORGANISATION - THE CHINA COUNCIL FOR THE PROMOTION OF INTERNATIONAL TRADE - (CCPIT) - THE REPLY WAS NOT ENCOURAGING.

8. "THEY SAID THEY THEY WERE NOT IN THE BUSINESS OF ARRANGING HOTEL ACCOMMODATION AND THAT WE SHOULD TRY CONTACTING THE TRADE FAIR OFFICIALS AGAIN," MR. DRISCOLL SAID.

9. THE COUNCIL'S STAFF LAWYER EUGENE A. THEROUX, WHO ALSO ATTENDED THE FAIR, WAS REFUSED A REQUEST TO VISIT SENIOR OFFICIALS OF THE CCPIT IN PEKING LAST MONTH, MR. DRISCOLL SAID.

10. "WE WERE SURPRISED HE WAS NOT ALLOWED TO GO TO PEKING," MR. DRISCOLL SAID.

11. "I FEEL THAT AS COURTESY TO MR. THEROUX, THEY COULD HAVE ALLOWED HIM TO GO."

12. MR. DRISCOLL INDICATED THAT POLITICAL CONSIDERATIONS MAY HAVE PLAYED A PART IN THE TEMPORARY SET-BACK IN RELATIONS BETWEEN THE COUNCIL AND THE CHINESE.

13. HE SAID THAT THE CHINESE TENDED TO VIEW THE COUNCIL AS A QUASI-GOVERNMENTAL ORGANISATION DESPITE THE FACT THAT IT WAS A GROUP MADE UP ENTIRELY OF PRIVATE AMERICAN BUSINESS INTERESTS, AND THIS MAY ACCOUNT FOR THE CHINESE TYING POLITICAL EVENTS TO THE DEGREE OF COOPERATION GIVEN TO THE COUNCIL.

14. SPECULATING ON RECENT EVENTS THAT MAY HAVE INITIATED A CHANGE IN ATTITUDE TOWARDS THE COUNCIL, MR. DRISCOLL MENTIONED THE RECENT APPOINTMENT OF SENIOR UNITED STATES DIPLOMAT LEONARD UNGER AS AMBASSADOR TO TAIWAN.
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15. VACANT - "WHAT WE MIGHT HAVE DONE IS LEAVE THE POSITION VACANT OR A NUMBER OF OTHER THINGS," MR. DRISCOLL SAID.

16. HE SAID THE CHINESE MAY FEEL THAT THE UNITED STATES WAS NOT LIVING UP TO THE COMMITMENTS OF THE SHANGHAI COMMUNIQUE WITH REGARD TO TAIWAN.

17. HE GAVE AS AN EXAMPLE THE LITTLE PROGRESS BEING MADE BY THE UNITED STATES TOWARDS SUBSTANTIALY LOWERING THEIR MILITARY PRESENCE THERE.

18. MR. DRISCOLL STRESSED THAT DESPITE THE NEGATIVE INDICATIONS, THE COUNCIL HAD BEEN RECEIVED WARMLY BY LOCAL TRADE FAIR OFFICIALS AND BY THE SENIOR CCPIT REPRESENTATIVES IN CANTON.

19. "THEY GAVE US ALL THE MEETINGS WE REQUESTED," HE SAID, "AND THIS WAS UNIFORMLY TRUE TO ALL THE BUSINESSMEN THERE ALSO."

20. HE SAID THAT AT A PARTY GIVEN BY THE COUNCIL, SENIOR CHINESE OFFICIALS INVITED FROM THE TRADE FAIR, THE CCPIT AND OTHER FOREIGN TRADE CORPORATIONS, ATTENDED AND STAYED FOR AN UNUSUALLY LONG TIME WHICH WAS INTERPRETED AS A GOOD SIGN.

21. "MY MAJOR CONCLUSION FROM THE TRADE FAIR, IS THAT THE CHINESE ARE SERIOUSLY INTERESTED IN EXPANDING LONG TERM SUBSTANTIAL COMMERCIAL RELATIONS WITH THE UNITED STATES," MR. DRISCOLL SAID. UNQUOTEM
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